

Message Text

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ACTION COME-00

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R 060631Z JUL 77

FM AMEMBASSY KUALA LUMPUR

TO SECSTATE WASHDC 7847

INFO AMCONSUL HONG KONG

AMEMBASSY MANILA

AMCONSUL OSAKA KOBE

AMEMBASSY SINGAPORE

AMEMBASSY TAIPEI

AMEMBASSY TOKYO

UNCLAS KUALA LUMPUR 4271

E.O.11652: N/A

TAGS: BEXP, MY

SUBJECT: PROPOSED NY STATE IOGA TRADE MISSION

REF: (A) STATE 142621 (B) STATE 148018

1. EMBASSY WELCOMES SUBJECT MISSION TO MALAYSIA FIRST
TWO WEEKS DECEMBER AND IS EQUIPPED TO RENDER NECESSARY
LOGISTICAL SUPPORT.

2. MALAYSIAN IMPORT MARKET FOR COMMUNICATIONS EQUIPMENT
TOTALLED M\$30.77 MILLION IN 1975 OF WHICH TELEPHONIC
AND TELEGRAPHIC INSTRUMENTS ACCOUNTED FOR 41.50 O/O;
RADIO AND OTHER COMMUNICATIONS EQUIPMENT, 25.50 O/O;
ALARM AND SINGAL SYSTEMS, 2.80 O/O; AND COMMUNICATIONS
MEASURING AND CHECKING EQUIPMENT, 30.20 O/O. IN ADDITION,
MALAYSIA IMPORTED A SIZEABLE AMOUNT OF PARTS
FOR TELEPHONIC AND TELEGRAPHIC APPARATUS WHICH
AMOUNTED TO M\$61.62 MILLION AND RADIO AND
TELEVISION TRANSMISSION AND RECEPTION PARTS,
M\$15.88 MILLION DURING SAME PERIOD. PRINCIPAL
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FOREIGN SUPPLYING COUNTRIES FOR COMMUNICATIONS
EQUIPMENT INCLUDED U.S. (28.50 O/O), JAPAN (18.90 O/O),
SWEDEN (17.00 O/O), WEST GERMANY (15.90 O/O) AND U.K.
(11.30 O/O), SWEDEN LED IN SUPPLY FOR TELEPHONIC
AND TELEGRAPHIC APPARATUS PARTS ACCOUNTING FOR
43.06 O/O FOLLOWED BY WEST GERMANY, 24.44 O/O; AND JAPAN,
18.91 O/O. U.S. SHARE OF IMPORTS WAS 3.70 O/O. FOR

RADIO AND TELEVISION TRANSMISSION AND RECEPTION

PART, U.S. SUPPLIED 29.38 O/O, JAPAN, 42.61 O/O; WEST GERMANY, 12.94 O/O; AND U.K., 6.25 O/O.

3. PRESENTLY, TELEPHONE INSTRUMENTS ARE ASSEMBLED LOCALLY BY THREE FOREIGN COMPANIES, NAMELY PLESSEY, NEC AND ERICSSON IN JOINT VENTURE WITH LOCAL PARTNERS. SIEMEN AND A LOCAL COMPANY WILL START ASSEMBLING THE MODEL T1000 TELEPRINTER UNITS IN MALAYSIA IN EARLY 1978.

4. THE SINGLE LARGEST END-USER OF TELECOMMUNICATIONS EQUIPMENT IS THE GOVERNMENT OWNED TELECOMMUNICATIONS DEPARTMENT WHICH ACCOUNTS FOR ABOUT 70 O/O OF TOTAL IMPORTS ANNUALLY. THE MILITARY, POLICE, RADIO AND TELEVISION DEPARTMENTS AND OTHER GOVERNMENT AGENCIES ACCOUNT FOR APPROXIMATELY 20 O/O. ALL GOVERNMENT PURCHASES ARE SUBJECT TO INTERNATIONAL BIDS.

5. DURING THE THIRD MALAYSIA PLAN, 1976-80, PUBLIC EXPENDITURES ON COMMUNICATIONS EQUIPMENT TOTALLED M\$1.192 BILLION OF WHICH TELECOMMUNICATIONS DEPARTMENT WILL ACCOUNT FOR 1.080 BILLION, OR 90.60 O/O. THE MAJOR TELECOMMUNICATIONS PROGRAMS TO BE UNDERTAKEN DURING THE PLAN PERIOD INCLUDE:-
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(I) INSTALLATION OF NEW CROSSBAR AND ELECTRONIC TELEPHONE EXCHANGES SUPPLEMENTED BY MOBILE EXCHANGES TO OVERCOME SHORTTERM DELAYS;
(II) INSTALLATION OF MICROWAVE, VHF, UHF, COAXIAL AND PULSE CODE MODULATION (PCM) SYSTEMS;
(III) LAYING OF A SUBMARINE CABLE SYSTEM BETWEEN PENINSULAR MALAYSIA, SABAH AND SARAWAK;
(IV) EXPANSION OF THE TELEX NETWORK;
(V) ESTABLISHMENT OF A PUBLIC DATA SWITCHING NETWORK TO CATER FOR ORGANIZATIONS USING COMPUTERS OR MODERN ELECTRONIC BUSINESS MACHINES;
(VI) CONSTRUCTION OF A SECOND SATELLITE COMMUNICATIONS EARTH STATION AT KUANTAN FOR OPERATION WITH THE PACIFIC OCEAN SATELLITE;
(VII) EXPANSION OF THE TELECOMMUNICATIONS NETWORK OF THE COUNTRIES OF THE ASSOCIATION OF SOUTHEAST ASIAN NATIONS (ASEAN).

6. TENDERS THAT HAVE ALREADY BEEN CALLED INCLUDED THE SUPPLY OF: (I) SUBSCRIBER CARRIER EQUIPMENT; (II) PULSE CODE MODULATION EQUIPMENT; (III) TELEPHONE CABLES AND LOADING COILDS;

(IV) VHF AND UHF MULTI-CHANNEL RADIO LINK
EQUIPMENT; AND (V) SECOND SATELLITE EARTH STATION
IN KUANTAN.
SEVERAL LOCAL AGENTS AND TELECOMMUNICATIONS
DEPARTMENT OFFICIALS CONTACTED EXPRESSED AN
INTEREST TO MEET WITH MISSION MEMBERS, PREFERABLY
MANUFACTURERS THEMSELVES.

7. DECEMBER 12 (MONDAY) IS A PUBLIC HOLIDAY IN
MALAYSIA.
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